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News and Views

from the Farm Management Staff

UNITED STATES DEPARTMENT OF AGRICULTURE
FEDERAL EXTENSION SERVICE
Division of Agricultural Economics Programs
Washington 25, D. C.

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Dear Farm Management Extension Workers:

In "cleaning" up our desks for the New Year we have come up with the following handful of thoughts, news, and offerings for your consideration.

"Our Job Is Education"

Michigan's October 15 issue of Farm and Home Development News Notes carried an article by Richard Bailey, County Agent, Agriculture, which greatly attracted our attention. We think it sheds a great deal of light on our responsibility to train and equip agents to do educational work in farm management.

A reproduced copy of Bailey's article is enclosed with this issue of News and Views and also a limited supply of Michigan's October 13 issue of Farm and Home Development News is being distributed.

Mr. Bailey illustrates brilliantly, from his own experience, the different roles of a county extension agent as an educator, a manager, and a service man. We think that his illustrations carry some important implications for us as farm management specialists. One is that we need to keep emphasizing the fundamental concepts of management (resources, alternatives, costs, expected outcomes, responsibility, etc.) in our work with agents and to truly serve as educators ourselves.

Gross Sales/Commercial Farm of \$17,000 by 1975?

Even though everybody is talking about how fast things are changing in agriculture, we thought we might call your attention to a projection made by Ken Bachman of ARS. In a statement made to the U. S. Committee for Rural Development and again, later on, before the National Association of Chamber of Commerce Agricultural Executives, he projected that the 1954 average of \$7,500 gross sales per commercial farm would reach \$17,000 by 1975. Since constant prices were assumed, this would mean that the average volume of production per commercial farm would be more than 2-1/4 times as great in 1975 as it was in 1954.

Bachman arrived at his projection by taking an earlier ARS projection which indicated that the number of commercial farms would decline to 2 million by 1975, and dividing this number of farms into the projection of estimated supply requirements for 1975 made by Glen Barton.

A limited number of copies of the statement made to the Chamber of Commerce group are enclosed with this issue of News and Views, as well as a press release covering the Rural Development statement.

Group Teaching in Farm and Home Development

Leonard Kyle gave us a set of the materials for Farm and Home Development meetings in Michigan. Topics for the series of four meetings are: (1) Planning for the Future, (2) Basic Facts for Planning, (3) Deciding Family Expenditures and Selecting Crop Rotations, and (4) Selecting Livestock Enterprises. The materials include a discussion outline and an extension worker's guide for each meeting, as well as planning forms, subject matter and illustrative teaching materials.

If part of the teaching in farm and home development is done in meetings in your State, or if that is contemplated, you may want to write Leonard for a set of the Michigan materials.

United States Savings Bonds

"What You Need to Know Now About Savings Bonds," a reprint from U. S. News and World Report, copy enclosed, is a popular article based on the material we sent you with a letter dated November 19. Treasury is sending out 50,000 of these. The many examples in this piece suggest ideas that can be developed for news items or other mass media. Generally, holders of E Bonds will find it desirable to continue holding them and many people will wish to increase their investment in these bonds.

Corporation Farming in the United States "Tarheel Farm Economist" -- October 1959

Four short articles comprise this issue and give a good general exposition of the corporation as applied to farming. The advantages and disadvantages are examined just enough to provide the basis for a quick summary. The family farm corporation is given favorable treatment. As you read the enclosed copy you will find much that is applicable in your State, and this may suggest presenting such information in a farm magazine or other mass media.

USDA Agricultural Research Service has started work on a study of corporation farming which is designed to give us a comprehensive picture of the way this type of business organization operates on the farm. During the past year, "Corporations in the Farm Business," Illinois, and "Incorporation of the Farm Business," New York, were some of the useful publications made available for public use. Also, the North Central Farm Management Extension Committee is working with the University of Iowa Law Center in the development of a comprehensive bulletin which would attempt to carefully analyze the possibilities of the corporation device in farming.

Farm Leasing Bulletins and Forms

Now in an advanced stage of clearance for publication, this package of educational materials being prepared in USDA is soon to be sent to the printer. We hope to have copies for distribution by April, but the schedule is not definite.

Ready for the printer at Nebraska University is the North Central Regional Publication "Is Your Lease Fair?" This concise bulletin gives emphasis to the contributions of tenants and landlords as a basis for rental terms. Philip A. Henderson is the author. He prepared this bulletin at the request of the North Central Farm Management Extension Committee.

Kinds of Coming Census Reports to be Released

Several different kinds or types of census reports, in addition to the agricultural reports, will be published by the Department of Commerce, as has been the case with past censuses. We are enclosing with this copy of News and Views some descriptive material about these different kinds of reports. This involves eight separate pieces of descriptive material.

One item is a summary statement briefly describing the census of governments, business, manufactures, mineral industries, agriculture, population, and housing. It also includes tentative dates for publication of the different censuses. The other seven items are descriptive leaflets of each of the seven different kinds of census reports indicated on the summary sheet, and you may note that each of them has been released subsequent to the date that the summary item was released, and some of them also carry tentative publication dates.

About People You Know

Howard M. Latimer has returned to duty as Extension Farm Development Specialist in Arkansas, after earning his Master's Degree in agricultural economics at Michigan State College.

Byron Huddleston, farm management specialist in Arkansas, was appointed Acting District Agent in that State on October 16.

Kenneth R. Jameson joined the Colorado Extension Service as Farm Management Specialist the middle of September. Before coming to Colorado, Ken was livestock economist in Kansas, and before that county agent in that State.

Josephas J. ("Jack") Lancaster, formerly extension economist in farm management in Georgia, has been appointed Head of Georgia's Department of Extension Education. He received his doctorate at Cornell this fall.

Herb Howell, Iowa State, spent September and October in Argentina at the request of the Argentine government's Commission for Economic Development to advise on extension economic phases of beef cattle production improvement program. Late word from Herb indicates that he is impressed with the progressiveness of the country especially compared to the rest of South and Central America.

Carl Malone, Iowa State, took leave for 6 weeks during October and November to serve as a consultant to the Ford Foundation in connection with India's food production.

Everett G. Stoneberg, with the Iowa Extension Service, was appointed as Extension Economist and is now stationed at Ames. He was previously doing farm management work in western Iowa.

Kansas recently decided to expand their farm management program, and personnel changes were made to fill six district farm management positions which were set up as a result of this increased emphasis on farm management. M. Lester Cox, Hobart W. Frederick, Laurenz S. Greene, Beverly D. Staff and Danny D. Trayer, who were formerly county agricultural agents, and Orville F. Denton, formerly assistant county agricultural agent, have been promoted to Extension Economists in Farm Management, effective January 1, 1960.

Ted R. Nelson returned to duty with the Nebraska Extension Service on August 1, 1959, where he has been promoted to Extension Economist in Farm Management. Mr. Nelson completed work for his Master's Degree in July.

Charles R. Pugh, Farm Management Specialist in North Carolina, is on study leave until February 1961.

Paul S. Stone joined the North Carolina staff as Farm Management Specialist in September 1959.

Neal R. Carpenter, Extension Economist in Farm Management in Ohio, has taken leave to serve with ICA's India program for 2 years.

M. Lloyd Downen heads up the extension agricultural economics work in Tennessee. Before his appointment to that post on November 1, 1959, he was engaged in research and teaching at Tennessee, principally in dairy marketing. Originally from Indiana, Lloyd holds a PhD from Purdue.

Albert O. Follett retired from the Wisconsin Extension Service on December 31, 1959, where he had served as Extension Specialist in Farm Management since February 1941.

Do You Need Any Extra Copies of These Items
Previously Distributed?

Partly due to the pressure of space, it occurred to us that some of you may be interested in having extra copies of some of the publications that we sent out in the past. The following is a list of the publications with the number of copies we have available. Write to us directly here in the Branch if you want a part of the number indicated. No charge!

1. Cut the Machinery Costs that Cut Your Farm Profits. FES. 200 copies.
2. Part-Time Farming. Ext. Bul. No. 296. June 1959. North Central Regional Extension Publication No. 7. 180 copies.
3. Extension Work in Farm Financing. Ext. Cir. 513. Aug. 1957. 400 copies.
4. Learning Through Loans. A Suggested 4-H Club Credit Guide. FES. Mimeo. 565 copies.
5. 4-H Credit Project Record. Suggested Forms and Instructions. FES. Mimeo. 565 copies.
6. Credit in Management of the Farm and the Home. FES. AEP-9 (1-30-59). Mimeo. 350 copies.
7. Information and Education Materials Available Relating to Credit Aspects of the Farm Business. ARS. Mimeo. 125 copies.
8. Farm Families Use of Credit. FES. AEP-42 (3-1959). Mimeo. 200 copies.
9. Intermediate-Term Credit in Agriculture. By S. A. Morrow, Pres., Federal Intermediate Credit Bank of St. Louis. Reproduced by FES, Oct. 1958. Mimeo No. AEP-193. 140 copies.
10. Intermediate Credit -- The Need and Its Problems. Reproduced by FES from Monthly Review, Federal Reserve Bank of Minneapolis, April 1956. Mimeo No. AEP-242 (11-1956). 66 copies.

11. Credit in Use and Conservation of Agricultural Resources. Ag. Inf. Bul. No. 172, Oct. 1957. 250 copies.
12. Use of Credit in Farming. Northeast Regional Leaflet 268. Massachusetts. June 1954. 250 copies.
13. Financing the Farm Business. Northeast Regional Extension Bulletin 112. New Hampshire. May 1953. 60 copies.
14. Father and Son Arrangements on the Farm. Northeast Regional Cornell Extension Bulletin 892. Sept. 1953. 140 copies.
15. Can You Own Your Farm? North Central Regional No. 14. Kentucky Circular No. 65, Nov. 1949. 60 copies.
16. Exercises with Management Concepts, Principles and Tools. Mimeo AEP-195. 29 pages. 100 copies.
17. 10-Year Capital and Inventory Record. ES-22. 1953. 100 copies.
18. Farm Income and Expense Record. ES-29. 1952. 200 copies.
19. Seven Years of Cooperation -- Report of the Northeast Farm Management Extension Committee. Feb. 1958. 40 copies.
20. Some Principles and Procedures Used in Farm Management Decisions. March 1958. (In-Service Training Manual.) 20 copies.
21. Some Budget Procedures Used in Analyzing Farm Business Adjustments. Nov. 1959. (In-Service Training Manual.) 200 copies.
22. Legal Terms Common to Farm Business. (Teaching Unit No. 1 -- For Instructors.) 120 copies.
23. Life Insurance for Farm Families. (Teaching Unit No. 2 -- For Instructors.) 120 copies.
24. Insurance in the Farm Business. (Teaching Unit No. 3 -- For Instructors.) 120 copies.
25. Changing the Sights of Extension. (Talk by L. M. Vaughan, New England Agricultural Economics Council, June 1959.) 85 copies.
26. Future Trends of Farm Management in Northeast. (Discussion outline by L. M. Vaughan, Seminar of Agricultural Economics Staff, Pennsylvania State University, Oct. 1959.) 50 copies.
27. Financing a Farm Business. Southern Farm Management Extension Publication No. 8. 20 copies.
28. Farm and Home Development Training School. West Tennessee Experiment Station, Jackson, Tennessee. Mimeo. 37 copies.
29. Ten Years of Progress. A Report of the Southern Farm Management Extension Committee, 1949-58. 18 copies.

30. Multiple-Unit Operations. Special Reports. 1954 Census of Agriculture. Vol. III, Part 1. (It presents statistics for 12 Southern States and Missouri on multiple farming operations.)

For the New Year ahead we wish you a most happy one, and we hope that you will have much successful progress in your work.

Sincerely yours,

Buel Lanpher

Farm Management and Production Economics Branch

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Enclosures